



Professional Experience

Teresa is the President and CEO of Nortillo Consulting Group (NCG). Established in 2018, NCG is an economic development consulting firm specializing in corporate site selection practices with expertise in real estate and land use needs for manufacturing, food processing, call center, logistics and warehouse/distribution projects. Additionally, her research and analytical analyses have focused on labor market/workforce analysis, business attraction and retention, fiscal impact analysis, GASB 77 compliance, industrial cost modelling, and incentive negotiations.

Prior to forming NCG, Teresa was the Vice President of Business Development and Consulting Services with StateBook International where she developed the consulting practice focusing on site selection projects using the StateBook data platform. She continues to serve as an advisor to StateBook International as a member of their Site Selection Advisory Board.

From 2015 to 2016, Teresa was a manager in EY's Location Investment Services tax practice focusing primarily on corporate expansion/relocations, including discretionary credits and incentives on a multi-state basis. In this capacity, she assisted Fortune 500 companies with their direct and indirect tax needs and implemented economic development practices, including labor and commute patterns analysis.

From 2008—2015, she was the Business Recruitment Consultant for the Kansas Department of Commerce, Great Lakes Office which is comprised of a nine-state territory, where she managed and closed over \$1b in capital investment projects resulting in over 20,000 jobs.

Selected Client/Project Listing

- Amazon – warehouse/distribution
- Cargill – shared services
- Caterpillar, Inc – manufacturing
- ConAgra-share services
- Deere and Company – wind energy
- Deloitte – incentives
- EY – incentives
- General Motors – manufacturing
- Google – data center
- Home Depot – warehouse distribution
- Hospira, Inc – medical facility
- KPMG - incentives
- Menards – warehouse/distribution
- Mervis Industries – rail car repair
- Morton Salt – shared services
- Newell Rubbermaid – manufacturing
- Smithfield Foods – shared services